Course title: International Business and Globalization
Language of instruction: English
Professor: Francisco J. Granados
Professor’s contact and office hours: fgranados@ibei.org; office 24.213; office hours by appointment.
Recommended credit: 3 US credits-6 ECTS credits
Course prerequisites: There are no prerequisites for this course

Course focus and approach: The course focuses on socioeconomic aspects of globalization associated to firms that operate internationally as well as key international management topics. The course emphasizes a historical, political, sociological, and managerial perspective.

Course description: How does international business drive economic globalization and affect people across countries? What challenges and opportunities do firms face operating internationally? The course starts with an overview of economic globalization from a historical, political and sociological perspective, focusing on its most relevant aspects to international business: the role of states and international institutions (e.g., World Bank, IMF, EU); socioeconomic development; inequalities within and across countries and their relationship to international migration. The second part of the course considers some key management topics examined in reference to globalization: global corporate social responsibility; diverse national political environments; internationalization and alliance strategies; global marketing; global human resources management.

Learning objectives: At the end of the course, students should have learned (a) main concepts and debates around globalization and international business management, (b) the challenges and opportunities that firms face operating internationally and (c) the role of international business as a globalization driver that affects people across countries.

Course workload: Students should read in advance the readings presented and discussed in the class sessions and do a class presentation of one of the instructional case-studies on international management considered in the course. At the end of the course students will submit an essay on a fictitious international business case that considers most of the main course topics (submission of an initial draft is also required).
Teaching methodology: The class sessions are structured around an introductory lecture by the professor, class discussions on the arguments explained in class and the readings, and student presentations of instructional case studies. Course handouts will be distributed to help in following the lectures.

Assessment criteria:
Active class participation: 20%
Class presentation 15%
Term essay paper: initial draft 15%; final version 50%

Absence policy

After the add/drop, all registrations are considered final and HESP Absence Policy begins to apply. For the academic year 2016-2017, such policy is as follows:

Attending class is mandatory and will be monitored daily by professors. Missing classes will impact on the student's final grade as follows:

<table>
<thead>
<tr>
<th>Absences</th>
<th>Penalization</th>
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<tbody>
<tr>
<td>Up to two (2) absences</td>
<td>No penalization</td>
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<tr>
<td>Three (3) absences</td>
<td>1 point subtracted from final grade (on a 10 point scale)</td>
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<tr>
<td>Four (4) absences</td>
<td>2 points subtracted from final grade (on a 10 point scale)</td>
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<tr>
<td>Five (5) absences or more</td>
<td>The student receives an INCOMPLETE (&quot;NO PRESENT&quot;) for the course</td>
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The PEHE/HESP attendance policy does not distinguish between justified or unjustified absences. The student is deemed responsible to manage his/her absences. Emergency situations (hospitalization, family emergency...) will be analyzed on a case by case basis by the Academic Director of the HESP.

Classroom norms: No food, drink, or checking devices is allowed in class.

Weekly schedule (subject to possible changes)

Week 1: Globalization: Concept and Key Debates
- Syllabus, organization of the course, and overview of course readings
- Introduction to the concept of globalization
- Readings presentation and class discussion
  Readings: Rodrik (Introduction and Ch. 9)
Week 2: Globalization: International Institutions and Socioeconomic Development
  o Reading presentation and class discussion
    Reading: Rodrik (Ch. 3)
    Reading: Rodrik (Ch. 4)

Week 3: Globalization: Global Governance
  o Reading presentation and class discussion
    Reading: Rodrik (Ch. 10)

Week 4: Globalization: Inequalities and Immigration
  o Reading presentation and class discussion
    Reading: Milanovic 2012

Week 5: International Management: Global Corporate Social Responsibility
  o Reading presentation and class discussion
    Reading: Shenkar & Luo (Ch. 19)
    Case: Starbucks and Conservation International
    Case: Danimal in South Africa. Management Innovation at the Bottom of the Pyramid

Week 6: International Management: The Political and Legal Environment of International Business
  o Reading presentation and class discussion
    Reading: Shenkar & Luo (Ch. 7)
    Reading: Economy & Lieberthal (2007)

Week 7: International Management: Internationalization Strategies
  o Reading presentation and class discussion
    Reading: Shenkar & Luo (Ch. 10)

Week 8: International Management: International Strategic Alliances and Global R&D Management
  o Reading presentation and class discussion
    Reading: Shenkar & Luo (Ch. 12-13)
    Case: Nora-Sakari A Proposed JV in Malaysia
    Case: Gold Peak Electronics Limited. R&D Globalisation from East to West

Week 9: International Management: Global Marketing
  o Reading presentation and class discussion
    Reading: Shenkar & Luo (Ch. 16)
    Case: Henkel KGaA Detergents Division
Case: Mad About Plaid

**Week 10: International Management: Global Human Resource Management**
- Reading presentation and class discussion
  - Reading: Shenkar & Luo (Ch. 17)
  - Case: Toivonen Paper in the US: Human Resources Implications of Foreign Corporate Ownership
  - Case: Colgate-Palmolive: Managing International Careers

**REQUIRED READINGS:** (subject to possible changes)

- **Books:**

- **Articles:**

- **Case Studies**
  - Starbucks and Conservation International
  - Danimal in South Africa. Management Innovation at the Bottom of the Pyramid
  - Gold Peak Electronics Limited. R&D Globalisation from East to West
  - Henkel KGaA Detergents Division
  - Nora-Sakari A Proposed JV in Malaysia
Colgate-Palmolive: Managing International Careers
Toivonen Paper in the US: Human Resources Implications of Foreign Corporate Ownership

Recommended bibliography:


(Last revision: June 2016)